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Message Text

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21
ACTION NEA-10

INFO OCT-01 AF-06 EUR-12 ISO-00 EB-07 /036 W
---------- 112604
P R 170602Z FEB 76
FM USINT BAGHDAD
TO SECSTATE WASHDC PRIORITY 2849
USDOC WASHDC PRIORITY
FAS USDA WASHDC PRIORITY
JAMES HAVEY
DIRECTOR, INTERNATIONAL AFFAIRS
TEXAS INDUSTRIAL COMMISSION
AUSTIN, TEXAS 78711
TELEX: 776 488
TELEPHONE: 512-475-4331
INFO AMEMBASSY BRUSSELS 172
AMEMBASSY CAIRO
AMEMBASSY DAMASCUS
AMCONSUL DUESSELDORF
AMEMBASSY KHARTOUM
AMEMBASSY KUWAIT
AMEMBASSY JIDDA
AMEMBASSY TEHRAN

UNCLAS BAGHDAD 222

USDOC FOR CAGNE AND BIC/MPD
DAMASCUS FOR AGATT

E.O. 11652: N/A
TAGS: EAGR, BTIO, IZ
SUBJ: MAJOR PROJECTS IN IRAQ: INTEGRATED RANCHING

1. USINT COMMERCIAL ATTACHE WAS INVITED URGENTLY TO CALL FEBRUARY 15 ON DIRECTOR GENERAL MINISTRY OF AGRICULTURE'S STATE COMPANY FOR ANIMAL PRODUCTION. MINISTRY WISHES TO HOLD DISCUSSIONS WITH HANDFUL LARGE, REPUTABLE AMERICAN FIRMS OR CONSORTIA ABOUT PLANNING, DESIGNING AND CONSTRUCTING ON TURNKEY BASIS SERIES OF "MORE THAN TEN" INTEGRATED RANCHING UNITS TO RAISE BEEF, DAIRY CATTLE AND SHEEP. MINISTRY'S
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INITIAL THINKING (SUBJECTTO REVISION DURING COURSE OF

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DISCUSSION WITH US FIRMS) ENVISAGES UNITS BETWEEN 5 AND
6 THOUSAND HECTARES WITH ROUGHLY 4,000 HOLSTEIN-FRIESIAN
DAIRY CATTLE PER UNIT. US PROPOSALS COULD INCLUDE INITIAL
US MANAGE-
MENT CONTRACTS, BUT MUST INCLUDE TRAINING OF IRAQIS
FOR ULTIMATE MANAGEMENT OF COMPLEXES. PROJECT IS CONSIDERED
"STRATEGIC" AND WINNING US FIRM OR FIRMS WOULD BENEFIT FROM
PROVISIONS OF LAW 157 OF 1973 (WHICH ALLOWS IRAQI GOVERNMENT
TO WAIVE VIRTUALLY ALL PROVISIONS OF CIVIL LAW IN INTEREST
OF TIMELY COMPLETION OF CONTRACTS AND WHICH ASSURES UNIMPEDED
PRIORITY ENTRY INTO IRAQ OF ALL EQUIPMENT AND RAW MATERIALS
REQUIRED.)

2. MINISTRY HAS ASKED ALL INTERESTED US FIRMS TO IDENTIFY
THEMSELVES EXCLUSIVELY TO USINT RATHER THAN DIRECTLY TO
MINISTRY BECAUSE INTER ALIA OF FEAR THAT LETTERS MIGHT OTHERWISE
GO ASTRAY. FIRMS MUST CITE PREVIOUS EXPERIENCE WITH PROJECTS
OF SIMILAR MAGNITUDE IN SIMILAR CLIMES. SHOULD ALSO LIST
FINANCIAL REFERENCES. MINISTRY MADE IT CLEAR IT IS ONLY
INTERESTED IN DEALING WITH LARGE, WELL-FINANCED, THOROUGHLY
EXPERIENCED GROUPS. SPECIFICALLY REQUESTED THAT THREE FIRMS
OF WHICH MINISTRY HAS PRIOR KNOWLEDGE BE INVITED TO SUBMIT
PROPOSALS: CODECO INTERNATIONAL CORPORATION, 2033 EAST THIRD
STREET, TUCSON, ARIZONA 85219; FMC INTERNATIONAL, 2025 GATEWAY
PLACE, POBOX 1451 SAN JOSE, CALIFORNIA 95109, AND TMS
CORPORATION, 2229 E. LINCOLN AVENUE, ANAHEIM, CALIFORNIA 92806.
OTHER QUALIFIED FIRMS ALSO WELCOME.

3. IN REPLY TO QUESTION, DIRECTOR GENERAL SAID MINISTRY IS NOT
RPT NOT INTERESTED IN IMMEDIATE FACE-TO-FACE DISCUSSIONS WITH
US FIRMS. PREFERS FIRST TO RECEIVE AND STUDY WRITTEN MATERIALS
BEFORE INVITING FIM REPS FOHZ
ISCUSSIONS.

4. ACTION REQUESTED: USDOC AND USDA PLEASE IDENTIFY FIRMS OR
CONSORTIA MEETING MINISTRY'S CRITERIA AND ASK THEM (A) TO SEND
INITIAL TELEGRAM OF INTEREST TO US INTERESTS SECTION, EMBASSY
OF BELGIUM, P.O. BOX 2447 ALWIYAH, BAGHDAD; (B) TO FOLLOW UP
WITH LETTER ADDRESSED: STATE COMPANY FOR ANIMAL PRODUCTION,
C/O US INTERESTES SECTION, BAGHDAD, US DEPARTMENT OF STATE,
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WASHINGTON, D.C. 20521 (FOR URGENT TRANSMITTAL VIA DIPLOMATIC
POUCH). DIRECTOR GENERAL HAS REQUESTED FIVE COPIES OF EACH
COMPANY'S BROCHURES AND/OR LETTERS OUTLINING US COMPANY OR
CONSORTIUM'S PREVIOUS EXPERIENCE WITH SIMILAR PROJECTS.
MINISTRY HOPES TO HAVE RECEIVED PRELIMINARY EXPRESSION OF
INTEREST AND BACKGROUND DATA VIA USINT BY FIRST WEEK OF
MARCH 1976.

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5. FURTHER ACTION REQUESTED: WOULD APPRECIATE USDOC
OF USDA'S IDENTIFYING FOR USINT TOP 5 - 10 US GROUPS LIKELY
BE IN POSITION TO RESPOND.

6. FOR TEXAS INDUSTRIAL COMMISSION: DIRECTOR GENERAL
RESPONDED VERY FAVORABLY WHICH INFORMED OF PROPOSED STATE OF
TEXAS IOGA MISSION TO VISIT BAGHDAD MAY 3 - 8, 1976. HOPED
THAT FIRMS IN POSITION RESPOND TO THIS OPPORTUNITY WOULD BE
INCLUDED IN MISSION. FYI: MINISTRY CONSIDERS THIS SERIES OF
LARGER PROJECTS TO BE BEYOND SCOPE OF WHAT FORBUS BROTHERS
OF SAN ANTANIO HAS BEEN DISCUSSING OR CAPABLE OF SUPPLYING.
WILL, HOWEVER, CONTINUE DISCUSSIOHN WITH FORBUS ON SMALLER
PROJECTS.
WILEY

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To: STATE
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